

Hilda Stearn Chartered Fellow CIPD Business Development Consultant

Hilda has a strong track record of working with ambitious individuals who are determined to create sustainable businesses. Her passion for AppliedHR™ for business ensures that her approach is grounded in the needs of the business and its staff. Hilda began her career working in the City of London for an insurance broker before going into the public sector. Since moving into consultancy she has worked across all sectors – private, public and third – creating innovative approaches for growth. Hilda was recently recognised for her long term support for the Chartered Institute of Personnel & Development. She has chaired a local branch and contributed to the strategic development of the Institute.

She has worked with a diverse range of clients including:

Buckinghamshire County Council, BounceBack (a leading London charity supporting ex-offenders), Greater London Authority (Metropolitan Police and Fire & Emergency Services), Mayor London, several London Boroughs including: Haringey, Waltham Forest, Brent, Hounslow, Barking & Dagenham, Lewisham, Hackney and numerous Third Sector organisations including Amersham Museum, Talk Back UK, OK Our Kids, Wycombe Youth Action and Horizon Sports Club. In addition she has worked with private sector clients including: Employment Law in Action Ltd; Another Answer Ltd as well as education institutes such as Harrow College.

Hilda has successfully completed a number of relevant projects including;

- Governance and structure review for a charity
- Design of an Operations Manual
- Creation of policies and procedures to support tender applications
- Re-organisation and re-focussing of a youth charity
- Preparation of funding applications (£30,000 secured in 3 months)
- Business planning for SMEs
- Coaching SME owners
- Delivering procurement workshops for in-house commissioners and buyers
- Design and delivery of a series of workshops and events on behalf of the Buying A Better London project
- Design and delivery of a programme of support for SMEs seeking to tender for public sector contracts as part of the ground-breaking Trade Local programme led by the London Borough of Haringey.
- Led the team delivering a supplier diversity programme funded by the London Borough of Waltham Forest.

Her other experiences include:

- Designing a toolkit to support the introduction of a competency framework.
- Creating marketing collateral.
- Designing innovative workshops for SMEs on quality management, environmental sustainability, equal opportunities and diversity, tendering.
- Prepared a successful tender (value: £1.25m) for a social services- related support organisation.
- Led a project on women entrepreneurs on behalf of the Mayor of London.
- Numerous presentations on collaboration, procurement and business growth for organisations such as: Office of Government Commerce (now part of the Cabinet Office), Institute of Certified Bookkeepers, the London Centre for Procurement Excellence (Capital Ambition) and the Federation of Small Businesses.